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Nick Leslau

Chairman
Prestbury Investments

Nick Leslau has had a phenomenal year by anyone's standards. Secure Income REIT (SIR) was the strongest-performing REIT of 2016, he has been unexpectedly bullish over Brexit and as well as influencing the market, he has backed new influencer Savannah de Savary. *Property Week* asked him what the secrets of his success are:

Why has SIR performed so well?

Everyone is seeking high-quality growing income returns and, with its super-long leases to outstanding credits with guaranteed annual uplifts, SIR delivers significant growing dividends and great capital returns. While not the most exciting property story in today's fragile environment, 11% per year forecast total returns seems pretty attractive. Boring is the new exciting.

Are you still bullish about Brexit?

I am very angry with the Conservative leadership. One minute our focus was on the terms of our Brexit, of which I was a huge fan, and now we are looking over our shoulders at an economically illiterate Marxist opposition party headed by arguably the most powerful and scary man in Westminster.

What drives you?

Ambition and fear. As odd as this will seem, I still worry that something might happen completely out of left field that may result in me and my family having to move back to a

bedsit in West Hampstead or maybe even abroad. My antecedents in pre-Nazi Germany were more integrated and successful than UK Jews are today. What happened to them in such a short time is utterly beyond our comprehension, but it is very firmly imprinted in my DNA, which may account for my somewhat irrational fears.

Would you still go into property today?

It's a more empirical and commoditised business than when I started and because I was never very good at maths, I probably would have stayed clear.

Today's property person is more analytical and less intuitive and the opportunities to be entrepreneurial are fewer but, if I was going to start out again just as I did the first time, I would want a Franco Sidoli and Nigel Wray by my side to do it with all over again.

What's your advice to those starting now?

Property is a capital-hungry business and so if you are going for the investment side of the game then align yourself to a company that has significant financial resources or you will be bored.

On the service side, agency roles, especially for lower-value property and leasing, are slowly disappearing and within 10 years will barely exist, so aim for sectors where there is a genuine future.

You recently backed de Savary's Built-ID platform. Why?

Savannah is on a land grab and I want to be a part of the grab. Even more importantly, though, is Savannah herself. She is just 24, gutsy, a hustler, super bright, modest and

on a mission. That ticks my investment boxes.

With great power comes great responsibility. Does the industry live up to its responsibility?

Real estate has cleaned up its act hugely. Disclosure is much better and, reputationally, property has improved. I do, however, think we are hopeless at telling the story of how we are also directly and indirectly one of the biggest employers. We need to shout this louder and make sure we are heard.

What would you change about the industry?

The lack of females in property is frustrating and I don't get it. Property is such a male-dominated business and that's a shame because the opportunities for women are huge. I know the RICS goes into schools to recruit but, dare I say this, perhaps they are sending in the wrong people.

What are your aspirations?

Our aspiration for SIR is to make a lot of money for our shareholders and to never be scared *not* to do deals. As for Prestbury, I work with some of the best brains in the business. Sandy Gumm, Mike Brown, Tim Evans and Ben Walford are so much smarter than me in so many ways. Their constant challenging makes me a deeper thinker and I hope a better property person and I aspire to keep us together and busy.

What's your outlook?

For the moment, high-quality real estate and very long-term sustainable income

streams will be relatively safe, but for the rest of the market the rate of decline has increased.

Little is likely to fall off a cliff because of low interest rates and the amount of cash still looking for a home. I have no sense of the catalyst that will make values increase, so I think total returns for this year will be disappointing and in very isolated areas the growth will be anaemic if you're lucky.

What are the challenges and opportunities?

The prospect of a Labour government in its current form is quite frankly unthinkable. Mercifully, this is happening at a time when there is low-debt-levels real estate and much of the equity capital in the markets is 'sticky', but when sentiment turns it can do so quickly.

If the rate of decline in value of all but the best-quality assets increases, then there will be some who panic, there always are, and perhaps there will be some opportunities that favour the brave... and the deep-pocketed.

What's your advice to your peers?

Don't panic. Batten down the hatches and sit tight for what is going to be a long ride, which will test your patience, but with 8% frictional dealing costs there would have to be a very good reason to change the path you are on at the moment.

What's your mantra?

At Saracens, we have four rules: 'Discipline, humility, hard work and honesty.' I love these messages and strive to follow them even though I know I often fail.

>> See propertyweek.com for the full interview



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Tony Pidgley

Chairman
Berkeley Group

There are not many bigger characters in property than Berkeley Group chairman Tony Pidgley. For more than three decades, he has been at the top of his game and the property legend, who was inducted into *Property Week's* Hall of Fame in 2016, shows no signs of taking his foot off the gas yet.

Last year, he underscored his reputation as the pioneer disruptor he is with the launch of flexible housing concept Urban House at Kidbrooke, south London, the latest phase of which is being delivered using modern methods of construction. This year, Berkeley posted a 53% increase in pre-tax profit for the year to 30 April and said it was on target to deliver at least £3bn of profit in the five years from 1 May 2016 - not too shabby for a company that like many other housebuilders saw its share price plummet following the EU referendum last June.

Given the strong performance, some felt it was poor form to simultaneously criticise affordable housing quotas, especially after the Grenfell Tower tragedy. However, his point was valid: the headwinds from factors including affordable housing are resulting in reduced levels of new housing starts in London, and if there is no housing, the question of how much of it should be affordable is academic.

Moreover, Pidgley proved himself to be acutely sensitive to the Grenfell situation, selling 68 flats to the City of London Corporation - reportedly at cost - to rehouse survivors. In short, Pidgley is not just a man who does well; he is also someone who does good and, as such, he is thoroughly deserving of his third place in our Power 100.

2

Bill Hughes

Head of real assets
Legal & General Investment Management

Few people have had as big an influence in the past year as Bill Hughes. Our Personality of the Year at the Property Awards 2017 has transformed L&G's property fund management business into a 'real assets' platform that has employed a joined-up approach to property and infrastructure to unlock vital regeneration projects such as DP World's London Gateway and the £350m Newcastle Science Central.

The Property Industry Alliance chairman underlined LGIM's focus on infrastructure when, on behalf of clients including Legal & General Retirement, LGIM made a £100m long-term debt investment in a fleet of new Bombardier trains as part of a £1bn commitment from a group of institutional investors to Rock Rail.

Hughes has not just talked the talk when it comes to putting institutional money to work in addressing the UK's housing crisis; he and his team have walked the walk - last year announcing a dedicated modular housing factory and launching a £1bn BTR platform through a BTR fund and joint venture with PGGM.

LGIM has also ramped up its lending over the past year, breaking the £2bn barrier following its financing in April of a bilateral loan to fund the acquisition of Olympia London Exhibition Centre by a consortium of German institutional investors and Yoo Capital for £296m.

Throughout, Hughes has remained an outspoken sustainability and urban regeneration advocate, writing in *Property Week* in May that the goal is "sustainable regeneration, not opportunistic gentrification", and that shareholder requirements should be aligned with social need - prescient words in light of recent events.



4

Cheung Chung Kiu

Chairman
CC Land Holdings

Of all the Far Eastern investors to have flooded into the London office market this year, CC Land has completed the most headline-grabbing deals.

After dramatically entering the market at the start of the year with the acquisition of One Kingdom Street for £292m, the Hong Kong-listed company then agreed a £1.15bn deal to buy the Leadenhall Building, aka the Cheesegrater. The top man at CC Land is chairman Cheung Chung Kiu, who owns more than 50% of the company and controls three other Hong Kong-listed companies

including YT Realty, which has also made a couple of London acquisitions in the past two years.

Cheung has been a major name in the property markets of Hong Kong and mainland China for decades. He reportedly began his career selling Hong Kong-bought goods, including everything from umbrellas to electronics, in mainland China and became one of the youngest chairmen of a listed company in 1993 when he floated Yungang International at the age of 29.

In CC Land's recent annual report, Cheung told investors that the two London acquisitions would form "a firm base for the group's investment in the UK".

5



David Montague

Chief executive
L&Q

David Montague has overseen a transformative 12 months at L&Q.

At the end of last year, he completed the firm's merger with East Thames, pledging to build 100,000 homes, and finalised a £2.6bn refinancing – the biggest ever for a housing association.

A few months later, he spearheaded the acquisition of Gallagher Estates for £505m. The deal will allow the firm to deliver 42,500 homes in the south and the South East, cementing L&Q's position as not just one of the most active housing associations but one of the UK's largest

developers by volume.

If that weren't enough, it recently announced an £8bn investment drive with City Hall to deliver 20,000 homes in London, the majority of which will be affordable.

In changing the market's perception of L&Q, Montague has also redefined what it means to be a housing association.

Housing associations are more active than ever at the moment and L&Q is very much seen as leading the way, which is a key reason Montague was voted by his peers to be Personality of the Year at this year's RESI Awards, a plaudit he described as "extraordinary".

To top it all off, Montague commands great respect in policy circles, and until recently was chair of the G15, a group of London housing associations.

With affordable housing continuing to rise up the agenda, Montague's stock is only set to grow over the coming months.



6

Madeleine Cosgrave

Senior vice-president
GIC

The most powerful woman in European real estate right now, Madeleine Cosgrave heads up Singaporean sovereign wealth fund GIC's European arm, a role she took over from Chris Morrish in June 2016 after 17 years with the fund.

The fund, which has an estimated \$350bn (£285bn) of assets under management, completed one of the largest UK student accommodation deals of 2016, buying a £344m portfolio from Oaktree alongside partner GSA.

Even more significant was its acquisition of logistics firm P3, which completed in January: significant not just because it was such a big-ticket deal – GIC paid TPG and Ivanhoe Cambridge €2.4bn (£2bn) – but also because it provided GIC with the perfect platform to mount an aggressive assault on the burgeoning European industrial and logistics sector.

Cosgrave has also been instrumental in the debt market and, last December, the GIC lending team provided funding for Davidson Kempner's £500m purchase of a portfolio of NCP car parks, alongside Starwood Capital.

So few women make it to the top in real estate. Cosgrave, who started out on JLL's graduate scheme before going on to become a West End agent, is also an important role model to all who follow.



7

David Sleath

Chief executive
SEGRO

It has been a glittering year for SEGRO and its chief executive David Sleath, who completes a successful term as president of the British Property Federation next week. The industrial and logistics specialist has set the benchmark in development, especially in the Greater London market where it continues to dominate.

The firm has come on leaps and bounds in its west London heartland and a strong lettings performance at its flagship Origin development at Park Royal not only justified the speculative building of the scheme but also typified Sleath and SEGRO's ability to forecast growth potential.

It hopes to realise the same level of success in the east of the capital, where plans are well under way to regenerate a series of industrial locations spanning Newham, Barking & Dagenham and Havering.

Earlier this year, Sleath signed off on a mega deal to take full ownership of the £1.1bn Airport Property Partnership, paying Aviva Investors £365m for the 50% interest it didn't already own.

His spending plans do not stop there. After several successful equity raises, SEGRO will embark on a series of development projects throughout the portfolio.

All eyes will be on how SEGRO tackles the 'sheds and beds' conundrum, where it has already linked up with housebuilder Barratt London on two schemes in London.

8

Jonathan Gray
Global head of real estate
Blackstone

Jonathan Gray is the puppet master managing Blackstone's global real estate business, which has \$102bn in investor capital under management. He is known as a hands-on manager who keeps a close eye on Blackstone's investments across the world and his investment decisions have been key to the private equity group's meteoric rise.

"In the upturns, we do about as good as everyone else, but we tend to way outperform in the downturns - Jon Gray is a big part of that" is how Blackstone president Hamilton James describes Gray's importance.

In Europe, the US private equity house has

proved itself as adept as it is elsewhere at making big, bold and ultimately successful calls. This was demonstrated most recently by the €12.25bn sale of Logica.

The company's success has led to some blockbuster fundraisings. It recently raised €7.8bn for Blackstone Real Estate Partners Europe V, making it the largest-ever dedicated European real estate fund.

How Blackstone deploys that capital in an increasingly uncertain market will be closely watched. It has already made some big sector calls this year by buying large portfolios of multi-let industrial from HIG Capital and Hansteen in March and then in June acquiring a majority stake in The Office Group from Lloyd Dorfman.

10

Paul Brundage
Executive vice-president,
senior managing director,
Europe
Oxford Properties

Paul Brundage has overseen an important year in Oxford Properties' history in Europe and he is now about to steer the ship into new waters.

On the back of the sale of its 50% stake in the Leadenhall Building, Brundage outlined plans to recycle the money into building a £1bn-plus PRS platform in and around London.

He described the move into the UK sector as "the next phase of evolution" for the Canadian developer.

In the past 12 months, the company has made significant disposals, including Green Park in Reading, which it sold in a £560m deal to Mapletree, and its stake in Paternoster Square, which it sold to Madison for £200m, and the mega Cheesegrater deal.

Brundage insists Oxford is not abandoning London offices, where it has a number of live developments, and that it plans to hold its performing assets through the current cycle.

He is also a powerful industry spokesperson, whose skills will be called on when he takes over the reins as president of the BPF next week at a critical time for the property industry. Expect engagement with government and greater diversity in property to be top of his agenda.



11

Jonathan Goldstein
Chief executive
Cain International

The winner of Entrepreneur of the Year at the Property Awards 2017 has had a fantastic year on the domestic and international stage - and at The Stage: the £750m mixed-use scheme being developed in Shoreditch.

In October, the firm provided a £78m loan to Lodha UK in one of the largest structured debt financings since the Brexit vote. This May, it lent Lodha £290m to fund its £475m Lincoln Square scheme in London's Midtown and in April, Cain Hoy and QIA provided a £450m loan to Canary Wharf Group to fund its office development One & Five Bank Street in what is believed to be the largest development financing deal to complete since the triggering of Article 50.

Needless to say, Goldstein remains bullish despite ongoing political uncertainty.



12

Toby Courtauld
Chief executive
Great Portland Estates

Toby Courtauld has been at the helm of GPE for the past 15 years, having been appointed in 2002 at the age of just 33. He is credited with helping to modernise the investment and development company, which owns around £2.9bn of property in central London.

Praised for his deep knowledge of the market he operates in, Courtauld has made numerous savvy investment plays during his tenure, not least buying at the eastern end of London's Oxford Street during the planning stages of the Crossrail development.

After several years of net selling - culminating in the £435m sale of Rathbone Square earlier this year - GPE is back on the lookout for buying opportunities. The industry will be watching with interest to see where he places his bets.

9



Helen Gordon
Chief executive
Grainger

Under Helen Gordon's leadership, the UK's largest listed residential landlord - with around 18,000 tenants - has flourished.

The business has undoubtedly benefited from Gordon's decision to concentrate on the BTR sector following her appointment as chief executive in 2015.

Grainger, which won Property Company of the Year at this year's Property Awards and Privately

Owned Landlord of the Year and Asset Manager of the Year at the RESI Awards, reported a 39% leap in adjusted earnings in its latest half-year results.

It is now half way towards a target Gordon set to invest £850m in the BTR sector.

At the same time, it has raised hundreds of millions of pounds selling off its equity release and German businesses and cut its cost of debt through refinancing.

Gordon often sees opportunities long before others. Leeds is a case in point: the city is set to become a BTR hotspot and Gordon made sure Grainger got in early, snapping up one of the prime sites for £40m last September.

She is transforming the business into a BTR juggernaut that shows no signs of slowing down.

13

Keith Breslauer
Managing director and
senior partner
Patron Capital

The Patron Capital managing director has celebrated not one but two major awards this year. First, it picked up the gong for Fund Manager of the Year at the Property Awards, in recognition of the closing of its fifth fund, which raised £804m. Then it scooped Deal of the Year at this year's RESI Awards for

its acquisition of Grainger Retirement Solutions alongside Epiris for £325m.

Keith Breslauer believes market uncertainty brings opportunity. This is borne out by the increased stakes it has taken in CALA Group and Retirement Bridge Group.

The New Yorker is also a dedicated philanthropist, personally raising more than £1m for charity since 2010, and last month, he was appointed chairman of the Prince's Teaching Institute.

14

Mike Hussey

Chief executive
Almacantar

A leading light in the central London property market, Mike Hussey is known for his forthright views, but it is the landmark schemes he and his team continue to deliver that will be his legacy. Two of the firm's current projects - Marble Arch Tower and Centre Point - are set to transform Oxford Street.

Last year, Almacantar was able to secure one of the largest development loans this cycle for a speculative scheme - a £400m loan for Marble Arch Tower from The Children's Investment Fund. And just last month, it secured one of the biggest office lettings of 2017 so far at Southbank Place in London to WeWork.



15

Colin Godfrey

Partner and fund manager
Tritax

If it seems as though Tritax Big Box REIT is dominating the distribution centre market, that is probably because it is.

Most DCs let to big-name retailers on long-term leases are either under the ownership of the REIT or soon will be.

The highly acquisitive company sticks to its investment model assiduously - and the strategy has clearly paid off.

The FTSE 250 firm returned shareholders

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Rob Noel

Chief executive
Landsec

Landsec's chief executive Rob Noel has garnered praise for the way he has prepared the company for tougher times ahead by cutting its development exposure, lowering its gearing and increasing its average lease length.

He was a strong advocate for the UK to remain in the EU, warning ahead of the EU referendum that a vote to leave would be "very painful for our industry over the next few years". He has continued to warn of the negative consequences since.

However, Landsec is not standing still and waiting for the storms to pass. In May, it bought a portfolio of three outlet centres from Hermes Investment Management for £332.5m.

The company also underwent a major rebranding exercise last month, changing its name from Land Securities to Landsec.

15.1% on their investments in 2016, way beyond its peers in the index. It is not surprising then that all its recent share placings have been oversubscribed.

Godfrey has been instrumental in building the portfolio, which now stands at 38 assets with a value close to £2bn - and he has done it all in less than four years.

His latest coup was the purchase of a 700,000 sq ft Morrisons' DC in Birch Coppice for just over £92m.

Like many deals he does, it was conducted on an off-market basis - a secret of his success, perhaps.

17

Chris Grigg

Chief executive
British Land

Since the EU referendum, British Land has made some substantial sales, starting with the disposal of the Debenhams flagship on Oxford Street last July and the recent sale of its 50% stake in the Leadenhall Building to CC

Land for a cool £1.15bn.

That doesn't mean Chris Grigg is sitting on his hands and waiting for market conditions to improve.

After the Brexit vote, he committed to speculatively develop a 520,000 sq ft scheme at 100 Liverpool Street, which is due to complete at the end of 2019.

The former banker is also taking British Land into new

territory with the launch of flexible workspace brand Storey and has bold long-term development plans that will take the company into new areas of London, most notably Canada Water, where it is preparing a giant mixed-use scheme comprising housing, offices, retail and leisure space on a 46-acre site.

18



John Burns and Simon Silver

Chief executive and director
Derwent London

Derwent's White Collar Factory scheme in EC1 has played a vital role in the creation of London's 'Tech Belt'. Winners of the Developer of the Year award at the Property Awards this year, John Burns (right) and Simon Silver were ahead of the curve when it came to building and designing offices for the new breed of tech workers and have reaped the rewards of being early movers.

Their central London assets now cover 6m sq ft of space and are valued at £5bn, making Derwent London the largest London-focused REIT. The quality of its buildings has been reflected in the number of high-profile lettings it has achieved - including last month's letting of two floors at the White Collar Factory to Box.com at an initial rent of £2.1m a year.

Over the past year, Derwent London has also successfully sold a number of schemes, such as The Copyright Building in Fitzrovia, recouping £670m that will be recycled into its development pipeline.

19

Jamie Ritblat

Founder and chairman
Delancey

The son of British Land legend Sir John Ritblat is proving himself to be as much of a pioneer as his father.

His company Delancey splashed out £557m with Qatari Diar to buy the Olympic Village in 2011 to create a massive BTR scheme long before institutional investors started piling into the sector.

This year, Get Living, the BTR specialist created by Delancey and Qatari Diar, has continued to break the mould by acquiring a site in Glasgow - a city where very few BTR schemes have been brought forward.

In recent months, Ritblat has also embarked on interesting new projects. In January, Delancey joined forces with multi-family office Sandaire to launch an investment advisory firm called Mount Kendal and last month, it agreed to provide strategic support to new firm NW1 Partners.



20



David Marks
Co-managing partner
Brockton Capital

David Marks co-founded Brockton in 2005 and the business has since gone from strength to strength. The firm's asset management focus has paid dividends and Marks' foresight in turning development opportunities or run-down properties into successful assets makes him a force to be reckoned with.

Take the Buckingham Gate scheme. The tired office block overlooking Buckingham Palace was acquired by Brockton in 2006, gained planning consent for a luxury residential scheme and was developed, with backing from Mountgrange and the Rothschild Foundation, in 2014. Brockton turned a tidy profit when it was sold last year to a Hong Kong buyer for £112m.

Of course, you can't do any of it without the capital firepower, and Marks and Brockton have a canny knack of attracting significant equity commitments. The close of the firm's third fund last year saw more than £860m raised - making it the largest UK-only value-add fund ever raised.

21

John Forrester
Chief executive, EMEA
Cushman & Wakefield

Following DTZ's \$2bn takeover of Cushman & Wakefield, John Forrester played a key role in ensuring the integration of the two firms went smoothly. The company's deal flow over the last 12 months underscores how good a job he has done.

The firm acted on the £1.15bn sale of British Land and Oxford Properties' Leadenhall Building to CC Land and also advised Apple on its new Battersea HQ - a letting that secured the company Deal of the Year at the Property Awards.

Cushman was also crowned Office Agency Team of the Year for completing 105 deals totalling 2.4m sq ft across central London and acted for occupiers on 79 deals totalling 2.2m sq ft in 2016.

22

James McCaffrey
Senior managing director
Eastdil Secured

A lot has happened since the mid-1980s when James McCaffrey played basketball for the Boston Celtics and appeared in an advert for Nestlé's Crunch bar displaying his skills alongside NBA superstar Larry Bird.

Today, McCaffrey is a superstar in his own right in the world of real estate. He has led the firm's dramatic rise in Europe, where it has won the biggest investment mandates - such as the recent €12.25bn Logikor sale to CIC - and come to dominate big-ticket debt brokerage.

The firm's selling points of only acting for owners and thinking like an investment bank have resonated with the major players.

23



Amancio Ortega
Founder
Pontegadea UK

Best known as the founder of Inditex - the £88bn parent company of high-street giant Zara - Spanish tycoon Amancio Ortega is one of the world's richest men. In recent years, he has been building a London property empire through his real estate business, Pontegadea UK, which includes a stretch of Oxford Street and office block Devonshire House opposite The Ritz.

In 2016, the company managed to grow its rent roll by 8.3%, which in turn helped to push the value of its portfolio to £1.88bn versus £1.79bn in 2015 - a 5% increase.

25

Angus Dodd
Chief executive
Quintain

Quintain's chief executive since June 2016 has risen to the challenge of driving forward the developer's huge mixed-use scheme at Wembley Park.

In February, it was announced that Quintain would develop the remaining residential phases on the project as BTR units, which equates to 5,000 BTR homes at the site. The move followed news in November that Quintain had agreed a new £800m corporate development facility for Wembley Park.

Dodd was previously senior managing director and co-head of European real estate at Lone Star, which acquired Quintain in 2015.

26

John Whittaker
Founder and chairman
Peel Group

John Whittaker might keep a low-key profile, but his business empire is anything but. He controls large swathes of the North West through Peel Holdings, the firm he founded more than 40 years ago.

The property, transport and infrastructure assets he owns or manages are valued at £5bn. Arguably the most well known is MediaCity UK, which Peel owns in a JV with Legal & General and is about to undergo a £1bn second phase of development.

Peel is a major player in the logistics sector, leading the £5bn Liverpool Waters project. Whittaker is also a major shareholder in Intu and bought a significant stake in Hammerson last month.

24

Sally Duggleby
Head of real estate
Amazon UK Services

You can't play such an influential role at the company that accounted for a quarter of all industrial take-up in 2016 without drawing the attention of the industry's heavyweights.

And so it has proved for outgoing Amazon UK head of real estate Sally Duggleby, who was appointed by Savills at the end of June to head up the development of its industrial and logistics occupier services offer.

For the past seven years, Duggleby has overseen the property acquisitions for Amazon, having previously spent time as an asset manager for both John Lewis and Brixton. She is now set to return to an advisory role.

27

Sir Stuart Lipton

Partner and co-founder
Lipton Rogers

Described by Chelsfield supremo Elliott Bernerd as an "architectural mentor", Sir Stuart Lipton set the bar high with seminal 1980s and 1990s schemes such as Broadgate, Stockley Park and Chiswick Park. He has raised it again with his ambitious vision for Silvertown, which is set to transform a 62-acre tract of derelict land in east London, and 22 Bishopsgate, the 1.4m sq ft tower poised to rise from the site of the abandoned Pinnacle building in 2019.

The projects, tackling one of the last great former industrial sites in London and creating the tallest building in the City, are testament to his ambition.



29

Marc Mogull

Founder and managing partner
Benson Elliot

Since founding Benson Elliot in 2005, Marc Mogull has built it into a major player, as shown by the strong investor appetite for the firm's fourth fund, which closed last year on €625m.

At the end of this year, he will move from his current role to become executive chairman and chief investment officer.

However, his influence extends far beyond his own firm. Mogull is chairman of the Bank of England's influential Commercial Property Forum, UK vice-chairman of the Urban Land Institute, a senior fellow in land economy at the University of Cambridge, an eminent fellow of the RICS and a member of the DCLG's Commercial Property Forum.

30

Nigel Hugill and Robin Butler

Chief executive and managing director
Urban & Civic

Founded by Nigel Hugill and Robin Butler in 2009, Urban & Civic is now one of the most highly respected developers of large-scale strategic sites in the UK.

In May, half-year figures revealed that Urban & Civic's EPRA NAV per share was up 3.1% in the six months to the end of March - and up 8.2% year on year. The last six months have also seen Urban & Civic take a 33% partnership stake in a 400-acre site allocated for 2,800 homes in Wintringham Park, Cambridgeshire; announce plans to build 6,500 at Waterbeach Barracks, also in Cambridgeshire; and secure a £45m loan from the Homes and Communities Agency to help fund the development of a 1,400-acre former airfield near Huntingdon.

31

Sean Mulryan

Founder and chairman
Ballymore

Wholly controlled by Sean Mulryan and his family, Ballymore remains one of Europe's most respected residential developers and it owns some of the most exciting sites around. It is due to deliver more than 3,000 units at Royal Wharf in east London, 1,750

homes at Embassy Gardens in Nine Elms and 800 homes at Goodluck Hope, near Canary Wharf.

Thanks to an impressive development pipeline, Mulryan has steered the group towards financial stability. Late last year, the firm exited Nama after paying back €3.2bn in gross debt, a huge achievement for which Mulryan deserves a lot of credit.

32

Alex Jeffrey

Chief executive
M&G Real Estate

As chief executive of M&G Real Estate, Alex Jeffrey is responsible for a global property portfolio worth more than £26bn. He has helped grow the business from around £15bn in assets under management in the five years since joining from MGPA, where he was global investment officer.

Over the past year, M&G has invested heavily in continental Europe through its growing open-ended fund and a long-income fund launched last year. In the UK, the fund manager has also been active across a range of sectors, including BTR, where since launching into the sector in 2013, it has committed more than £500m of equity.

33

Sir Edward Lister

Chairman
Homes and Communities Agency

A true political heavyweight. Sir Edward Lister moved from City Hall to Whitehall last year, becoming chair of the HCA. The move has given the organisation more clout than it has had in recent memory: it is no coincidence that since his appointment the HCA has become central to the government's solution to the housing crisis, commissioning homes and underwriting development.

Lister is a veteran of the industry but has shown he is not afraid of innovation - indeed, his dedication to modular housing, SME builders and new types of partnerships with developers may well prove to be a lifesaver for the government.

28

Bruce Ritchie

Chief executive and founder
Residential Land

Bruce Ritchie is not one to let the small matter of political uncertainty and Brexit thwart his plans. This March, he revealed plans to spend £500m in

prime central London this year - the same amount as Residential Land spent last year - predominantly on new-build stock.

No wonder he won Deal of the Year at last year's RESI Awards. As well as being the consummate deal-maker, Ritchie has also been an outspoken opponent of

the 3% hike in stamp duty on second homes and a powerful supporter of *Property Week's* Call Off Duty campaign, which is calling on the chancellor Philip Hammond to review the charge on the grounds that it is stymying the market and jeopardising the delivery of new housing.



34

Alistair Elliott
Senior partner and group chairman
Knight Frank

Alistair Elliott oversaw a 5% rise in global revenue at Knight Frank for the year to the end of March 2017 and continues to seek expansion opportunities throughout the UK and beyond. The firm benefited from the Deloitte Real Estate fallout, snapping

up its 50-strong asset and property management team, led by Julian Stocks. Elliott has also led Knight Frank's investment in improving technology and IT.

Investment priorities include extending the capital markets team in Asia and expanding the breadth of the business in Europe. In the UK, the firm is focusing on lettings, consultancy and specialist sectors.

35



Ryan Masiello
Co-founder
VTS

The former senior vice-president of Jones Lang LaSalle joined VTS in 2013. Back then, few people in the UK had heard of the asset management software firm, but that all changed towards the end of 2016 when VTS merged with rival Hightower in one of the most talked-about deals of the year.

The new entity, which took on the VTS name and is headed by Ryan Masiello, Brandon Weber and Nick Romito, is thought to be worth in excess of \$300bn and has a customer base managing north of 5bn sq ft of commercial property globally.

The firm's software gives landlords and owners real-time analytics about their portfolios.

36



Miguel McKelvey
Co-founder and chief creative officer
WeWork

Miguel McKelvey co-founded global workspace provider WeWork in 2010 with chief executive Adam Neumann. Since then, it has become one of the UK's fastest-growing occupiers, sealing deals on more than 1.2m sq ft of office space in London alone since it signed for its first office in the capital in 2014. Globally, it has snapped up more than 10m sq ft of space.

The company currently operates from 14 locations in the capital with six further buildings in the pipeline and it recently announced its first UK office outside London where it has pre-let a 60,000 sq ft at Allied London's No.1 Spinningfields in Manchester.

37

David Partridge
Managing partner
Argent

David Partridge was appointed joint chief executive in 2006 and managing partner of the new Argent LLP in 2012. He is also joint chief executive of the recently established Argent Related Partnership.

Argent's reinvention of King's Cross has already achieved legendary status and last month, after several false starts, Google submitted plans for its enormous King's Cross campus

The last year has also seen Barnet council sign an agreement with development partners Argent Related, Hammerson and Standard Life Investments for the huge Brent Cross Cricklewood scheme. The deal means the project, which includes 7,500 homes and a train station, can at long last proceed.



ISTONE/SHUTTERSTOCK

39

Sadiq Khan
Mayor of London

The mayor of London has earned mixed reviews on his first year in the job (see *Property Week*, 23/06/2017, p28-29).

While he and his team have been praised for offering to fast-track development where developers agree to build 35% affordable housing, he has been criticised for his failure to directly engage with the development sector - in stark contrast to his deputy mayor in charge of housing, James Murray.

He has also been questioned on his leadership, delivery on election promises, proactivity in releasing land and ability to galvanise local authorities into action. He has much to prove with The London Plan, which is due later this year.

38

Chris Ireland
UK chief executive
JLL

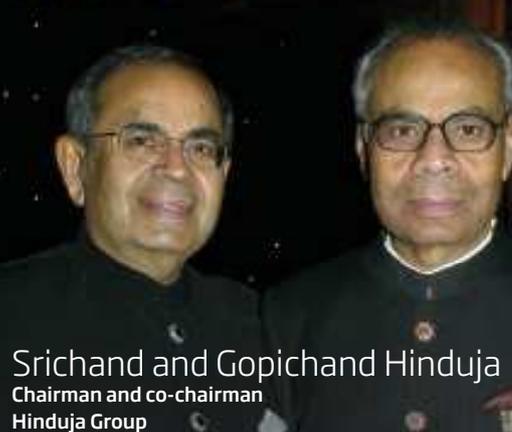
Although profits were down last year, Ireland oversaw strong revenue growth at JLL. Revenue in the UK operations of the global business rocketed 28.1% to £765m.

This year, the group has also been involved in some of the UK's biggest deals, including Brookfield's £410m sale of 20 Canada Square in Canary Wharf to Chinese firm Cheung Kei Group.

On the residential side, JLL advised St Modwen and Vinci on the sale of their 1,900-home site in Nine Elms to Wanda Commercial Properties for £470m.

Ireland has also been outspoken on issues such as conflicts of interest.

40



Srichand and Gopichand Hinduja
Chairman and co-chairman
Hinduja Group

The fact that the brothers sit atop of *The Sunday Times* Rich List is partly due to their success in the property investment arena. The wealth of the Indian-born brothers is put at £16.2bn, up £3.2bn from last year.

Among their substantial property holdings is the Old War Office in Westminster, which the brothers acquired alongside Obrascón Huarte Lain in December 2014. Just last month, it was revealed Raffles Hotels & Resorts will operate the luxury hotel. The brothers made their fortune from the oil and gas, automotive, IT, energy, media, banking, property and healthcare sectors.

ALANDAVISON/SILVERHUB/REX

41

David and Simon Reuben

Founders

Reuben Brothers

The brothers are two of the key backers behind data centre giant Global Switch and have had a busy year to date.

Just last month, Global Switch raised £871m from two bond issues. In January, the brothers – whose combined wealth is estimated at around £14bn – also agreed to provide the necessary financing to take London's landmark hotel Grosvenor House out of administration.

In London, the brothers own a whole host of real estate assets, including Millbank Tower in Westminster, John Lewis's head office in Victoria Street and the Piccadilly Estate, including the In and Out Club at 94 Piccadilly, which it was recently revealed they plan to restore as a five-star hotel.



42

Alison Nimmo

Chief executive and second commissioner
The Crown Estate

Alison Nimmo's background is in major development projects. In previous roles, she worked on the regeneration of Manchester city centre following the IRA bombing in 1996 and more recently, before becoming chief executive of The Crown Estate in 2012, she oversaw the planning and development of the Olympic Park.

As chief executive of The Crown Estate, she has put her experience to good work, driving the completion of the largest development pipeline in the business's history. This has helped deliver some impressive financial results. In 2016-17, The Crown Estate notched up a total return of 8.1%, well ahead of the IPD/MSCI benchmark return of 4.4%.

43

Rob Tincknell

Chief executive

**Battersea Power Station
Development Company**

Rob Tincknell landed the biggest deal of 2016 when Battersea Power Station Development Company signed up US tech giant Apple to the famous Boiler House at the development.

The 500,000 sq ft deal, which will see 1,400 Apple employees based at the scheme when it opens in 2021, is not only huge in square footage terms, it is also huge for the future of the scheme going forward.

Tincknell will be hoping to maintain the positive momentum the deal has given the scheme – especially after the backlash that followed its decision to cut the affordable housing from 636 to 386 homes.

44

David Atkins

Chief executive

Hammerson

Since his appointment in 2009, David Atkins has overseen a transformational period for Hammerson that has seen the landlord exit offices to concentrate purely on retail; undergo a major rebrand; and up sticks from Grosvenor Street to a modern base in King's Cross.

Last year, Hammerson opened the £165m Victoria Gate shopping centre in Leeds, bringing a John Lewis department store to the city for the first time, and acquired Birmingham's Grand Central for £335m.

Next, it will embark on the redevelopment of Brent Cross and the planned Westfield shopping centre in Croydon, each of which have a GDV of £1.4bn.

45

Mark Ridley

Chief executive - UK
and Europe

Savills

Mark Ridley consolidated Savills' position among the top agencies with a 3.2% rise in revenue to £578.3m in the UK last year.

Unlike some of its rivals, Savills also grew UK profits despite the slowdown in the investment market. The company has been involved in some of the largest investment deals over the course of the past 12 months, including Great Portland Estates' £435m sale of Rathbone Square.

And in a year when the industrial sector took centre stage, Savills scooped the Industrial Agency of the Year award at the Property Awards.

46

Ciaran Bird

UK managing director

CBRE

It has been a stellar year for CBRE, as it strengthened its position as number one in *Property Week's* Agency Survey. Ciaran Bird helped steer the firm to a whopping 41.1% leap in revenue to £1.4bn in the UK.

CBRE has made no secret of its determination to lead the industry when it comes to proptech, not least with the launch of its online deal platform Deal Flow.

Its dominance of many of London's biggest West End investment deals also continued, not least when it joined Savills in advising on the sale of Rathbone Square by Great Portland Estates to Deka and WestInvest.

47

Michela Hancock

Development director

Greystar

Having joined Greystar from Grainger in 2015, Michela Hancock has focused on transferring the US multi-family model to the UK.

She is a leading voice in the BTR sector and in the past year has targeted a pipeline of projects in London, including

Sailmakers in Canary Wharf and Greenford in Ealing – the first residential scheme in the UK to be designed as a multi-family development from the outset.

Through her work on the BPF BTR committee and board of the UK Apartment Association, she is seeking to raise the profile of the sector in both the property industry and in local and national government.



48

Sherin Aminossehe

Chief executive and chief operating officer
Government Property Unit

The public sector is notoriously slow to agree deals, but the GPU has somewhat bucked the trend.

In its effort to drive savings across government land and property, the organisation, under the watchful eye of Sherin Aminossehe, has secured some of the most high-profile office deals of the past year, including a 560,000 sq ft letting in Canary Wharf and 300,000 sq ft letting in Cardiff. It is also closing in on a near-400,000 sq ft deal in Leeds.

As the GPU remodels itself with a new team to focus on asset management, Aminossehe's leadership will only become more important.



51

Mike Sales

Head
TH Real Estate

Since taking over as head of TH Real Estate in 2015, Mike Sales has had plenty to do. Recent highlights include TH Real Estate's European Cities Fund launch, the merger of TIAA Global Asset Management's US real estate operations into TH Real Estate's platform and the purchase of a 50% stake in the Xanadú Shopping Centre in Madrid for €264.4m.



54

John Slade

UK chief executive
BNP Paribas Real Estate

John Slade makes no secret of his ambitions for BNP Paribas Real Estate. In a 2015 interview with *Property Week*, he said the business needed to double its then £90m UK turnover.

The slowdown in the market has made that harder to achieve - but acquiring Strutt & Parker could be the answer. A deal is believed to be close.

49

Mike Prew
Managing director
Jefferies

Mike Prew's bearish views and willingness to challenge consensus set him apart from other real estate analysts. His 'Punctuated Equilibrium' investor note calling the top of the market in August 2015 was dismissed by many as premature.

However, a lot of his predictions turned out to be spot on. Shareholders who heeded his 'sell' calls in 2015 got out just as property company share prices peaked - they began to tumble towards the end of that year. And helped by the unexpected outcome of the EU referendum, capital values dipped by about 1% in 2016 - exactly as he had predicted.

50

Melanie Leech
Chief executive
British Property Federation

Charged with representing the interests of property to both government and the general public, Melanie Leech has one of the most important roles in the industry.

A notable success came in March this year, when a campaign by the BPF

successfully persuaded the government to make revisions to legislation on tax relief for interest costs that helped to address potentially damaging and unintended consequences for property developers and investors.

Under Leech's leadership, the BPF has also campaigned on what the industry needs from Brexit and played a key role in supporting the rise of the BTR sector.



52

Tony Gibbon and Tony McCurley

Founding partners
GM Real Estate

Since setting up GM Real Estate seven years ago, Tony Gibbon and Tony McCurley have established themselves as arguably the leading dealmakers in the City of London office market, advising on some of the biggest transactions. Takeover talks with Colliers International fell through in 2015, but it hasn't stopped them from going to strength to strength. They are now advising on the potential sale of the Gherkin.

53

Colin Wilson
Head of UK and Ireland
Cushman & Wakefield

Alongside his boss John Forrester, Colin Wilson has helped Cushman & Wakefield broaden its reach since its takeover by DTZ.

Where once Cushman rarely featured in the UK's biggest investment deals, it is increasingly the go-to firm - and it is no surprise that it is now advising on deals such as the £1.15bn sale of the Cheesegrater to CC Land.

55

Tony Horrell
Chief executive - UK and Ireland
Colliers International

Tony Horrell began 2016 with the takeover of Hatton Real Estate, which has significantly boosted Colliers' presence and dealmaking ability in the City fringe. This year, Colliers again showed its determination to grow its business, this time in the alternative sector with the acquisition of Vision Asset Management.

56

Stephen Down
Head of central London and international
Savills

Savills has had a good year in London, and much of the credit has to go to Stephen Down, who advised CC Land on its acquisition of the Leadenhall Building. Most recently, the company persuaded Chinese firm Cheung Kei Group to make its UK debut with the £410m purchase of 20 Canada Square in Canary Wharf.



57

Richard Croft
Chief executive
M7 Real Estate

Business is good for M7 and its leader Richard Croft. Over the past year, the firm has steadily acquired assets across Europe for its various funds and partnered with Blackstone to build a substantial light industrial portfolio. To accommodate its growth, M7 is set to move into a new 22,236 sq ft base at Skanska's Monument Building in the City.

58

Tom Redmayne and William Newton
Director of business development UK and Ireland and EMEA director
WiredScore

Tom Redmayne and William Newton won the Young Personality of the Year at this year's Property Awards - and it is easy to see why. Connectivity ratings company WiredScore, which launched its UK arm in 2015, is making real waves in the UK property market, with landlords and occupiers now proudly issuing press releases when they have achieved a Wired Certified rating.

59

Killian Hurley
Chief executive
Mount Anvil

In addition to his role as chief executive, Killian Hurley is the co-founder and majority shareholder of Mount Anvil. Under his leadership, the developer has seen more than 10-fold growth from a turnover of £24m in 2004 to £251m in 2016. It also posted a profit of £55m and predicts it will generate a further £258m in the next five years.



60

Craig McWilliam
Chief executive
Grosvenor Britain & Ireland

Craig McWilliam took on the top job at Grosvenor Britain & Ireland in January. In addition to holdings in Edinburgh, Liverpool, Oxford, Cambridge and Southampton, McWilliam is charged with managing the Duke of Westminster's 300-acre estate in London's West End and has vowed to open up the exclusive areas of Mayfair and Belgravia to a wider range of people.

61

Phil Cann
UK head of investment properties
CBRE

Phil Cann spent four years at the helm of CBRE's retail team before earning a promotion to UK head of investment properties earlier this year. Since joining in 2005, he has bought and sold some of the capital's most high-profile assets, including the £400m Debenhams flagship store on Oxford Street.



62

Elliot Lipton
Managing director
First Base

Elliot Lipton, son of industry legend Sir Stuart Lipton, has grown First Base into one of the most exciting developers around. Nowhere is this more apparent than at the 62-acre Silvertown scheme, where First Base is leading a consortium that will not only deliver 3,000 homes, but also 5m sq ft of innovative commercial space.

63

Ric Lewis
Chief executive and chairman
Tristan Capital

Ric Lewis is one of the tallest men in real estate and also one of the most gregarious - Tristan's parties at Mipim in Cannes are legendary. Lewis has proved himself to be an astute investor as well. Tristan recently sought to take advantage of subdued demand for UK retail assets by acquiring a portfolio of nine retail parks for £245m.

64

Gerald Ronson
Executive chairman
Ronson Capital Partners

Inducted into *Property Week's* Hall of Fame at this year's Property Awards, the developer may have had a quieter year than usual, but that doesn't mean he has taken his foot off the gas. The great friend of the late Irvine Sellar still works six days a week and through Heron International successfully refinanced Salesforce Tower last spring.



65

Sir George Iacobescu
Chair and chief executive
Canary Wharf Group

The Canary Wharf Group boss has done as much as anyone to change the London skyline. The regard in which he is held is underlined by the fact that he remains chairman and chief executive more than two years after the Qatar Investment Authority and Brookfield Property Partners acquired the group.

66

John Cutts
Director
Mountpark Logistics

The 'Godfather of Sheds' has continued where he left off after making his comeback into the mega-sheds development sphere in 2014. Backed by pension fund USAA, John Cutts has been busy acquiring land and building warehouses across the UK. His biggest deal was the sale of the 1m sq ft Amazon-let facility in Bardonia for £126m last year.

67

Michael Ingall
Chief executive
Allied London

Michael Ingall's legacy in Manchester will probably be the 4.6m sq ft Spinningfields business district, which he started building in the early 2000s and is still being added to today. But 'Magic Mike', as we dubbed him in an interview last year, is not done yet. He is currently working on a number of big schemes in the city, including the St John's development.



68

Brian Bickell
Chief executive
Shaftesbury

Brian Bickell was Shaftesbury's first employee and the company reached its first birthday on his birthday. Last year the firm celebrated its 30th anniversary and, under Bickell's stewardship, it continues to go from strength to strength - in April, it announced it had lifted its profit, dividend and NAV per share during the first half of its financial year.

69

David Cowans
Chief executive
Places for People

David Cowans is a larger-than-life personality with big ambitions. Earlier this year he masterminded a deal that boosted the number of homes Places for People managed to more than 180,000 when it acquired independent landlord Derwent Living. The deal also took the company into a new sector - student accommodation - where it now owns or manages 19,000 homes.

70

Andrea Orlandi
Managing director and head of real estate investments - Europe
Canada Pension Plan Investment Board

Andrea Orlandi is a big fan of student accommodation, having bought Liberty Living for £1.1bn in 2015 and then acquired the Union Street portfolio from Blackstone for £460m at the end of last year. There could be more to come. CPPIB has substantial funds to invest and says it is committed to the UK market.



71

Tomáš Jurdák
Chief executive
HB Reavis UK

HB Reavis and its UK chief executive Tomáš Jurdák are bullish on the London office market. In May, the developer defied fears about Brexit to acquire the Elizabeth House site on London's South Bank. It has already proved itself in London, striking one of the most significant deals of 2016 with the sale of 33 Central to Wells Fargo for £330m shortly after the EU referendum.

72

Tom Bloxham
Chairman and co-founder
Urban Splash

Tom Bloxham has had a reputation as an innovator ever since Urban Splash began converting Manchester warehouses into loft apartments in the 1990s, kickstarting the city's regeneration. Now he is at the forefront once again, having become one of the first to embrace modular construction via Urban Splash's HoUse concept.

73

Matthew Weiner and Richard Upton
Chief executive and deputy chief executive
U+I

Matthew Weiner and Richard Upton presided over the rebranding of the merged Development Securities and Cathedral Group business as U+I in 2015. Now, with a £6bn portfolio of regeneration projects, including a £200m investment portfolio, they are focused on delivering "better-quality office accommodation in suburban London", says Weiner, adding that they are on track to deliver a 12% annual post-tax total return over the next three years.



74

Peter Redfern
Chief executive
Taylor Wimpey

Peter Redfern has steered the Taylor Wimpey ship for a decade. Over that time, he has overseen successful bids for major projects such as a £1bn regeneration scheme in Battersea, and he was asked by the Labour Party to lead the Redfern Review into the decline of home ownership - extending his influence beyond property and into politics.

75

Ian Hawksworth
Chief executive
Capital & Counties

In April, a consortium of German institutional investors completed the acquisition of Capco's Venues business, which includes the Olympia exhibition centre, in a £296m deal. Capco still owns huge swathes of Covent Garden - an estate valued at £2.3bn - and Earl's Court, which has endured a 20% fall in value to £1.1bn in the last 12 months.

76

Matt Crompton and Nigel Franklin
Joint managing directors
Muse Developments

Under Matt Crompton and Nigel Franklin, Muse has built a reputation as a leading regeneration specialist. In September, it was granted permission for the £185m redevelopment of Victoria Station in Manchester. Last year, it also completed a £120m mixed-use scheme in the city's Northern Quarter. It is currently focusing its attention on the next phase of its New Bailey office scheme in Salford.

77

Geeta Nanda
Chief executive
Thames Valley Housing Association

One of the most respected figures in the housing association sector, Geeta Nanda's stock is currently on the rise. In May, she was announced as the new chief executive of Metropolitan, leaving her role as chief executive of the smaller Thames Valley Housing Association to pursue a "new challenge".



78

Jamie Hopkins
Chief executive
Workspace

Workspace has consistently ranked among the best-performing listed property companies under Jamie Hopkins' leadership. Since he became chief executive in 2012, the share price has soared as Workspace has tapped strong demand for flexible space in London. Last month, Workspace acquired Salisbury House in the City for £158.7m.



79

Mark Carne
Chief executive
Network Rail

As the head of the public-sector-backed body that runs more than 20,000 miles of track, 40,000 bridges and tunnels and 6,300 level crossings, Mark Carne has a nationwide influence on the property sector - and not just in terms of how easily its employees can get to and from work. Critical to Carne's plans for an overarching Network Rail revamp will be the sale of its vast property portfolio: it is one of the UK's biggest small-business landlords, with space in railway arches, shops and offices ranging from 100 sq ft to more than 100,000 sq ft.

PHIL WEEDON



80

Gerald Kaye
Chief executive
Helical

A Helical veteran, Gerald Kaye joined as an executive director back in 1994 and was in charge of the group's development activities. In July last year, he took over the top job from Mike Slade, who is now group chairman. He is a past president of the British Council for Offices and a former director of London & Edinburgh Trust.



83

Gerry Hughes
Chief executive
GVA

A takeover, a rebrand and record results: Gerry Hughes has had a busy year. Following Bilfinger's sale of its building and facility segment, including Bilfinger GVA, to EQT for £898m last summer, Hughes revealed record turnover in October of more than £190m. Then, a month later, he revealed the firm was to be known simply as GVA.

85

Allan Lockhart
Property director
NewRiver Retail

Since co-founding NewRiver Retail in 2009, Allan Lockhart has helped grow the group into one of the UK's leading REITs. Using his 25 years of experience at Strutt & Parker and Halladale, Lockhart has proven himself to be a canny buyer of retail property and more deals look to be in the pipeline following NewRiver's £225m equity raise last month.

88

Ross Bailey
Founder and chief executive
Appear Here

Ross Bailey describes his pop-up listings website as the "Airbnb of retail". Following its launch in 2013, he has attracted a raft of landlords to list their properties on the site - this May, he signed a three-year deal with Hammerson to launch Up Market, an Appear Here-curated rotating line-up of independent shops in the group's shopping centres.

90

Andy Burnham
Mayor of Greater Manchester

Since Andy Burnham won the race to become the inaugural mayor of Greater Manchester in May, he has shown a desire to develop a new approach to infrastructure, design and housebuilding. Among his pledges, he has promised to increase the proportion of affordable housing and review the Greater Manchester Spatial Framework.

81

Xu Weiping
Chairman
ABP

Xu Weiping is behind one of the UK's most important regeneration schemes. The £1.7bn transformation of the Royal Albert Dock in east London has finally started to take shape after ABP was awarded the project by then mayor Boris Johnson in 2013. It will be worth keeping an eye on Xu, who is said to have a second undisclosed east London project in the offing.

84

Steve Norris
Chairman
Soho Estates and BNP PRE

Former Tory MP and candidate for the mayor of London, Steve Norris wields influence through his roles at Soho Estates, BNP PRE UK and London Resort Company Holdings, the developer of the £2.3bn London Paramount resort in Swanscombe, Kent. He is, of course, also one of the best-read and longest-standing *Property Week* columnists.

86

Elliott Bernerd
Co-founder and chairman
Chelsfield

Over the past few years, industry legend Elliott Bernerd has been quietly beavering away behind the scenes at the property development firm that he co-founded with Sir Stuart Lipton. Chelsfield has overseen £7.2bn of transactions since 2005. One of its most recent deals was the circa £250m sale of the 1.4m sq ft Elizabeth House office-led development on the South Bank to HB Reavis earlier this year.

91



David Camp
Chief executive
Stanhope

A Stanhope loyalist, David Camp joined the veteran developer in 1987 and was appointed chief executive in 2002. Under his leadership, Stanhope has diversified its strategy, focusing on large-scale sites outside central London but within easy striking distance of the capital's central business districts. The results are ambitious regeneration projects such as White City and Ruskin Square, Croydon.

82

Charlie Green and Olly Olsen
Co-chief executives
The Office Group

The Office Group has enjoyed a meteoric rise over the last few years, breaking through the 1m sq ft milestone thanks to leases on 36 buildings, many of which are in central London. Following Blackstone's acquisition of a majority stake in the business from Lloyd Dorfman last month, the flexible workspace specialist is expected to put the foot on the accelerator. Charlie Green and Olly Olsen - as well as Dorfman - remain shareholders.

87

Duncan Owen
Head of real estate
Schroders

Under Duncan Owen's leadership, Schroders' real estate business has grown internationally in recent years with the launch of a pan-European core open-ended fund and a European REIT. Schroders is also expanding in Asia. Closer to home, Schroder REIT has been performing well, notching up a total NAV return of 7.2% for the year to the end of March.



89

Andrew Jones
Chief executive
LondonMetric

Under the stewardship of Andrew Jones, LondonMetric took a conscious decision to move away from retail to logistics a couple of years ago. It is a strategic switch that has paid off in spades. Logistics has massively outperformed retail, helping the company deliver strong income growth in its latest full-year results in May.



92

Chris Oglesby
Chief executive
Bruntwood

Chris Oglesby has been building a legacy in the northern property sector for close to 30 years.

Within that time, he hasn't stopped innovating - in the past 12 months alone renovating the Neo building in Manchester into creative workspace and beginning its £750m Circle Square mixed-use scheme with Select Property Group.

93



Manish Chande
Senior partner
Clearbell

The market views of Clearbell senior partner and *Property Week* regular Manish Chande are always listened to carefully.

In recent times, he has been an advocate for investment in the regions, highlighting the opportunities posed by the number of firms moving back-office functions out of London and the lack of development of grade-A office space.

94

Morgan Jones and Ian Watson
Joint chief executives
Hansteen

Hansteen has proved an extraordinarily successful venture for Morgan Jones and Ian Watson. They received £13m in shares each in a bumper long-term incentive payout last year thanks to the exceptional returns the firm has delivered since it was founded in 2005. This year, they have also been busy selling Hansteen's German and Dutch portfolios for €1.28bn to funds advised by Blackstone and M7 Real Estate and acquiring Industrial Multi Property Trust in the face of resistance from a vocal shareholder.

95



Jerry Schurder
Partner
Gerald Eve

Jerry Schurder is an expert on the complicated topic of business rates. His knowledge is often called upon by key industry, trade and think-tank organisations, which regard him as a leading independent adviser in the debate with government over the recent changes to a system that many are still trying to get to grips with.

97



Harvey Soning
Chairman
James Andrew International

Niche firm James Andrew International continues to have its finger on the pulse, representing the likes of Time Out in its search for London locations for its food market concept. Founder Harvey Soning once boasted to *Property Week* that his firm is "niche... and aggravating". Long may he continue to aggravate.

96

Richard Tice
Chief executive
Quidnet Capital Partners

Through the creation of Leave.eu and the Leave Means Leave campaigns, Richard Tice was arguably the most vocal real estate Brexiteer. He has consistently argued the doom-mongers are wrong about the UK's decision to leave the EU. With the triggering of Article 50 earlier this year, you can be sure Tice will be keeping a critical eye on the negotiations.

98

Johnny Sandelson
Co-founder
Auriens

Johnny Sandelson first made his name as a developer and investor, when the Strategic Iconic Assets Heritage Acquisition Fund revived the Queensway district of west London. He is now turning his attention to retirement living with the launch of Auriens, which secured planning permission for its first scheme, in Chelsea, in April.

99

Liz Peace
Chair
Old Oak and Park Royal
Development Corporation

Liz Peace may have relinquished the helm at the British Property Federation but she remains involved in the industry - very involved. The portfolio woman has non-executive roles at the likes of Morgan Sindall, Redrow and the Howard de Walden Estate and recently took on two new roles as shadow chair of the GPU's new asset management body and the new chair of the Old Oak and Park Royal Development Corporation.



100

Mark Quinn
Managing director
Quinn Estates

Former international skier Mark Quinn's first property play was the development of a health club at the age of 23 - a business he later sold for more than £1m. Since then, Quinn Estates - the Kent-based group he founded in 1997 - has gone on to deliver a series of schemes across the county. Quinn has more than £750m of residential property under construction, in planning or on land it owns and to date has delivered more than 1m sq ft of commercial space.

Quinn currently owns or controls 48 sites that can deliver 22,500 residential plots and 4m sq ft of commercial space, including Highland Court Farm in Canterbury, where it is building a new retirement village, holiday homes and commercial space. His most notable deal to date is arguably Herne Bay golf course. Quinn bought the site for £1m and sold 50 acres to a housebuilder for £43.6m.



Ones to Watch...

1



James Riddell
Managing director
Lone Star Europe

James Riddell has rapidly risen up the ranks at private equity investor Lone Star, having taken charge of its UK and Ireland investments before the age of 40.

A member of *Property Week's* 40 Under 40 in 2015, Riddell received a further boost to his CV when Lone Star's co-head of Europe Angus Dodd moved to become chief executive of the Lone Star-owned Quintain in June last year.

As a result of the move, Dodd's day-to-day duties passed to Riddell, who now reports to Olivier Brahini, Lone Star's head of Europe.

2

Neil Thompson
UK chief executive
Brookfield Office Properties

Having held roles as executive director of Great Portland Estates (GPE) and chairman of the Westminster Property Association, Neil Thompson now faces a fresh challenge. This May, he succeeded Martin Jepson as UK chief executive of Brookfield Office Properties, responsible for one of the most valuable portfolios in the City of London.

He is described as a "rising star" by none other than Jefferies analyst Mike Prew, who credited him with much of GPE's leasing, including the pre-leasing of Rathbone Square to Facebook. GPE's loss would be a "game changer" for whoever hired him, he said when Thompson quit GPE. Time will tell.

3

Joanne Roney and Eamonn Boylan
Chief executives
Manchester City Council
and Greater Manchester
Combined Authority

Legacies don't get much bigger than that of Sir Howard Bernstein at Manchester City Council. The development that happened during his 20-year tenure earned him praise from the property industry, with which he operated an 'open-door policy'.

Now the baton has been passed to Joanne Roney and Eamonn Boylan. They both bring great experience to their roles: Boylan was chief executive of Stockport Borough Council and Roney was chief executive of Wakefield Council.

4



Andy Street
West Midlands mayor

Andy Street's narrow triumph in the inaugural West Midlands mayoral election is likely to be a boon for the city region's high streets. The former managing director of John Lewis has cited retail-led regeneration as core to his plans, alongside concentrating housebuilding on brownfield land.

5

Juliette Morgan
Head of campus
British Land

In March, it was announced that Cushman & Wakefield partner and tech guru Juliette Morgan was joining British Land as head of campus at its Regent's Place development in Euston.

At C&W, Morgan led the London tech team and was instrumental in the establishment of the strategic partnership with Pi Labs, Europe's first proptech accelerator.

Her influence at British Land is already evident, with Regent's Place currently hosting a programme of tech related events for tenants, including coding workshops and virtual reality challenges.

7



Isabelle Scemama
Chief executive
AXA IM - Real Assets

Isabelle Scemama replaced Pierre Vaquier as chief executive of AXA IM - Real Assets in February this year, having risen rapidly through the ranks at the company. High on her to-do list is ensuring the success of 22 Bishopsgate, the 1.4m sq ft City of London tower AXA IM - Real Assets is building with developer Lipton Rogers.

6

James Sellar
Chief executive
Sellar Property Group

James Sellar began his career at CBRE before joining his father's company Sellar Property Group in 1999, where he was instrumental in the development of The Shard.

He is said to have gained a deep understanding of real estate finance, investment, asset management and development - knowledge that will stand him in good stead as he settles into the role of chief executive, having taken over the company following Irvine Sellar's untimely death in February.

8



Savannah de Savary
Founder and chief executive
Built-ID

Savannah de Savary has got the industry excited with Built-ID, which she describes as "Shazam for the built environment". In April, it emerged that she had raised more than £1.1m for Built-ID from the likes of Nick Leslau.

9

Teddy Sagi
Founder
LabTech Investments

Teddy Sagi's controversial career is on an upswing. Last month, he sold £337m worth of shares in Playtech to fund his property ventures. In the past year, Sagi's LabTech Investments has bought four acres around Holborn's Sicilian Avenue and taken Camden Market owner Market Tech off the AIM market.

12

Reza Merchant
Founder and chief executive
The Collective



With The Collective, Reza Merchant is pioneering co-living in the UK. In recent months, the company has won planning permission for its latest development, a 250-room, 19-storey building in Stratford. It has also put its 323-flat scheme in Old Oak on the market, with bids expected to exceed £100m.

14

Mark Allan
Chief executive
St Modwen

Since replacing Bill Oliver as the top man at St Modwen in 2016, Mark Allan has completed a six-month strategic review, putting the acceleration of commercial development activity and the growth of the residential and housebuilding business at the forefront of the company's plans.

17

Richard Jackson
Managing director and co-founder
Apache

Since co-founding Apache Capital in 2008, Richard Jackson has made a name for himself acting for Middle Eastern capital and investing in alternative sectors, notably in BTR through a JV with Moda Living. This year, milestones include securing £85m in financing for Angel Gardens in Manchester.

18

David Barnett and Robert Soning
Co-founders
Londonewcastle

Founders David Barnett and Robert Soning have been through a recession and a restructuring to make Londonewcastle one of the UK's leading independent multi-use developers, described by the *Evening Standard* as "the Soho House of property".

10

Jo Allen
Chief executive
Frogmore

Jo Allen had big shoes to fill when she took over from Paul White in April 2016, but fill them she has. In February, Frogmore completed its 300th deal - the acquisition of Stratford Shopping Centre for £141.5m - and in April, it sold South Place Hotel in the City for around £67m. Allen also completed her first-ever marathon.

13

Rohan Silva
Co-founder
Hubble/Second Home



The vision of Hubble's Rohan Silva and Tushar Agarwal is for it to be the "Savills of the future". It's a bold vision for the online property marketplace, but not unachievable. The pair are introducing 'deep learning' technology and AI this year. Silva is also co-founder of workspace operator Second Home.

15

Anne Kavanagh
Chief investment officer
Patrizia

Anne Kavanagh took up the new role of chief investment officer at Patrizia in April, joining the board with the remit of helping to grow the company's international business. In her previous role at AXA IM - Real Assets, she helped to turn the business into one of Europe's leading real estate investment and asset managers.

19

Guy Nixon
Founder and chief executive
Go Native

When Guy Nixon founded Go Native in 1998, it was one of the UK's first serviced apartment operators and it has since grown to become one of the largest operators of its kind in London. Now, Nixon is taking the company in a new direction, having won a string of BTR management mandates across the UK earlier this year.

11

Dan Dejanovic
Head of European real estate and managing director
Cerberus Global Investments

Following a reshuffle in April this year, Dan Dejanovic moved to Cerberus's new office in Amsterdam, where he assumed the role of head of European real estate. His remit includes overseeing the \$1.8bn Cerberus Institutional Real Estate Partners IV fund.

16

Alistair Meadows
Head of UK capital markets
JLL

Last year, Alistair Meadows benefited from a major promotion when he was appointed head of UK capital markets at JLL. He formally took over the role on 1 January after Chris Ireland's promotion to UK chief executive. He now oversees strategic investment for the firm's UK clients.

20

Anil Khera
Founder and chief executive
Node



The former Blackstone managing director went it alone last year and has already amassed a portfolio of assets on both sides of the Atlantic for his PRS platform. The company is developing schemes in eight cities, including London, New York and Cambridge, and has the financial backing to grow further this year.